



PHILIP MORRIS

U.S.A.

120 PARK AVENUE, NEW YORK, N.Y. 10017-5592 TELEPHONE (212) 880-5000

August 30, 1995

Mr. B.W. Dunlavy
United States Weightlifting
Capital District Committee
440 Scott Road
Richmond, VA 23227

Dear Mr. Dunlavy:

Thank you for your recent sponsorship proposal regarding Philip Morris involvement with the Capital District Open Weightlifting Meet which you presented for our consideration.

As you might expect, we have a very active promotional program that fits precise criteria developed to achieve our marketing goals. We have reviewed your proposal carefully and have determined that it does not fit into our promotional plans for our company at this time.

Thank you for your interest in Philip Morris and we wish you every success with the Capital District Open Weightlifting Meet.

Regards,

Steve Sampson
Group Manager,
Event Marketing

cc: Ina Broeman

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